

Message Text

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44

ACTION AF-18

INFO OCT-01 ISO-00 OMB-01 EB-11 COME-00 CIAE-00 DODE-00

PM-07 H-03 INR-10 L-03 NSAE-00 NSC-10 PA-04 RSC-01

PRS-01 SPC-03 SS-20 USIA-15 DRC-01 MC-02 AID-20 /131 W

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R 200957Z DEC 73

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 2180

C O N F I D E N T I A L LAGOS 10169

PASS DEFENSE, COMMERCE

E.O. 11652: GDS

TAGS: MILI, MASS, NI

SUBJECT: NORTHROP ACTIVITIES/FMG INTEREST IN F-5E AIRCRAFT

REF: A) STATE 245208; B) LAGOS 9287

1. DISCUSSION WITH NORTHROP CORPORATION REPRESENTATIVE N. LINARDOS DECEMBER 18 AND STUDY OF STATE 245208 HAVE RAISED CERTAIN QUESTIONS WE BELIEVE REQUIRE CLARIFICATION BEFORE FORMAL NORTHROP PROPOSAL ON F-5E IS PUT TO FMG. ACCRODINGLY, LINARDOS HAS NOT REPEAT NOT PRESENTED PROPOSAL TO FMG OFFICIALS AND PLANS RETURN US FOR FURTHER GUIDANCE.

2. DANGER WE WISH AVOID IS THAT OF WHETTING FMG APPETITIE FOR PURCHASE OF WHAT APPEARS EXCELLENT AIRCRAFT FOR THEIR PURPOSES, ONLY TO DISAPPOINT AND THWART THEM ON BASIC MATTERS OF SUPPLY OF ADEQUATE SPARE PARTS AND ESSENTIAL ORDNANCE ITEMS. AT LEAST TWICE-BITTEN ON THIS POINT IN PAST, FMG IS EXTREMELY SENSITIVE ON THE MATTER, AND WE BELIEVE IT WOULD BE DETRI-MENTAL TO USG AND NORTHROP INTERESTS TO PROCEED FURTHER WITH F-5E OFFER IF THE DEAL IS LIKELY TO BE ABORTED OVER THIS ISSUE.

3. ESSENTIAL QUESTION IS WHETHER FMG WOULD BE ABLE TO PURCHASE
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THE COMPLETE WEAPONS SYSTEM AND HAVE ASSURED SUPPLY OF SPARE

PARTS TO KEEP IT OPERATIONAL. WE UNDERSTAND AIM-9 "SIDEWINDER" IS INTEGRAL PART OF F-5E WEAPONS SYSTEM, AND AIRCRAFT ELECTRONICS/ COMPUTER SYSTEM IS DESIGNED FOR THIS SPECIFIC MISSILE. NAF AWARE OF THIS, AND IF THEY PURCHASED F-5E THEY WOULD CERTAINLY WANT MISSILE SYSTEM WITH IT.

4. OTHER QUESTIONS RELATING TO PROPOSED NORTHROP OFFER ARE:

(A) WILL NORTHROP IN FACT BE GRANTED EXPORT LICENSE FOR THE AIRCRAFT AND REQUIRED SPARES?

(B) WILL FMG BE PERMITTED TO PARTICIPATE IN USAF LOGISTICAL AND TRAINING FACILITIES AS THEY APPLY TO F-5E?

(C) WILL USG APPROVE NECESSARY FMS TRANSACTION REQUIRED FOR PURCHASE OF GFE EQUIPMENT, I.E., EJECTION SEATS, GUNS AND OTHER REQUIRED ORDNANCE?

5. EMBASSY FULLY APPRECIATES DIFFICULTIES INVOLVED, AS THIS WOULD BE FIRST LARGE-SCALE SALE OF US EQUIPMENT TO FMG. WE BELIEVE IT ALL THE MORE ESSENTIAL THAT WASHINGTON AGENCIES BY IN AGREEMENT ON FUNDAMENTALS OF OFFER BEFORE NORTHROP PROCEEDS FURTHER. WHILE PARA 7 STATE 245208 EXPRESSES WILLINGNESS PERMIT NORTHROP REPRESENTATIVES TO NEGOTIATE WITH FMG, OTHER RESERVATIONS IN MESSAGE, ESPECIALLY PARA 3, SEEM TO DESTROY THE VIABILITY OF THE PROPOSITION.

6. WOULD APPRECIATE EARLY WASHINGTON GUIDANCE.
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